

Semester: **IV** Branch: **Civil Engineering**

End Semester Examination (May 2022)

Subject Code: **BB0311** Subject: **Management for Engineers**

Date: **13/5/2022**

Day: **Friday**

Name: _____

Time: **90Mins**

Total Marks: **40**

10:00am To 11:30am

Instructions:

1. Attempt all questions.
2. Make suitable assumptions wherever necessary.
3. Figures to the right indicate full marks.

Q.1 What are the skills required for a manager? **04**

Q.2 Explain the functions of management. **06**

OR

Explain the types of budget. **06**

Q.3 What is a risk? Explain the four basic ways to handle a risk. **04**

Q.4 What is risk mitigation? How the project team mitigates risks? **06**

OR

What are the benefits of traditional trade? **06**

Q.5 What is the importance of operations manager? **04**

Q.6 Explain product life cycle curve. **06**

OR

What is market segmentation? Explain the methods of market segmentation? **06**

Q.7 What is the importance of financial planning? **04**

Q.8 Differentiate clearly between selling and marketing. **06**

OR

Explain the steps involved in staffing process. **06**